

Subject: RE: New Charter School in LA - Selling Receivables
From: Ruben Alonzo <ralonzo@excelenciacharteracademy.org>
Date: 5/24/18, 9:50 PM
To: Paul Im <paul.im@charterassetmanagement.com>
CC: Emily Peterson <emily.peterson@charterassetmanagement.com>,
"client.services@charterassetmanagement.com"
<client.services@charterassetmanagement.com>

Good evening,

Attached are the requested files from CAM.

Our enrollment target for the Fall is 120. We currently have 97 students fully enrolled with plenty of time over the summer to fill remaining seats.

The only missing document is the PENSEC Filing/Draft which will be completed in June.

Please let me know if you require anything else and I'd be happy to send your way!

Sincerely,

Ruben

Ruben Alonzo | Founder | Excelencia Charter Academy |
213.880.3904 | www.excelenciacharteracademy.org



From: Paul Im [mailto:paul.im@charterassetmanagement.com]
Sent: Thursday, May 17, 2018 5:29 PM
To: Ruben Alonzo <ralonzo@excelenciacharteracademy.org>
Cc: Emily Peterson <emily.peterson@charterassetmanagement.com>;
client.services@charterassetmanagement.com
Subject: Re: New Charter School in LA - Selling Receivables

Mr. Alonzo,

Thanks for doing the call. As we discussed, attached please find the due diligence documents requests for us to get started with a proposal for you. Please ask Ex Ed to send these all these documents. Also, it may be helpful to add Ex Ex rep to our conversation.

Looking forward to funding your school.

Thanks.

Paul

Paul Im | Managing Partner
CAM - National Leader in Charter School Funding

515 S. Flower Street, 36th Floor, Los Angeles, CA 90071

530 Lytton Avenue, 2nd Floor, Palo Alto, CA 94301

213.335.6275 | www.charterassetmanagement.com

http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/facebook_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/twitter_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/instagram_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/linkedin_001.png

On Thu, May 17, 2018 at 5:11 PM, Paul Im <paul.im@charterassetmanagement.com> wrote:

I will call your number directly. Apologies.

<https://t.yesware.com/t/334abfb848bd4bea55751f204bfd38d86d650d33/1366fd2604a4ff937d7b5c642a595146/spacer.gif>
<http://t.yesware.com/t/334abfb848bd4bea55751f204bfd38d86d650d33/1366fd2604a4ff937d7b5c642a595146/spacer.gif>

Paul Im | Managing Partner
CAM - National Leader in Charter School Funding

515 S. Flower Street, 36th Floor, Los Angeles, CA 90071

530 Lytton Avenue, 2nd Floor, Palo Alto, CA 94301

213.335.6275 | www.charterassetmanagement.com

http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/facebook_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/twitter_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/instagram_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/linkedin_001.png

On Thu, May 17, 2018 at 5:09 PM, Ruben Alonzo <ralonzo@excelenciacharteracademy.org> wrote:

Hi. I'm on the call now.

Do we need to reschedule?

Ruben Alonzo | Founder & Head of School | Excelencia Charter Academy |
213.880.3904

On May 17, 2018, at 12:04 PM, Emily Peterson
<emily.peterson@charterassetmanagement.com> wrote:

Rebuen,

Thank you for reaching out to us.

My name is Emily Peterson and I am on the CAM client services team. We would be delighted to speak with you about funding options for Excelencia Charter Academy. I used the Calendly link to schedule a call with you at 5 PM PST today. Would you mind calling into our conference system for the call? Conference information is as follows:

Number: (515) 739-1501

Access Code: 884319

Looking forward to speaking with you at 5 PM today.

Best,
Emily

<https://t.yesware.com/t/cadcb1c109889d82b69213eb20e8233c87da0063/f1bc5073d79f7a7c1a7a76130c7f81d7/spacer.gif>
<http://t.yesware.com/t/cadcb1c109889d82b69213eb20e8233c87da0063/f1bc5073d79f7a7c1a7a76130c7f81d7/spacer.gif>

On Thu, May 17, 2018 at 11:26 AM, Ruben Alonzo
<ralonzo@excelenciacharteracademy.org> wrote:

Good morning,

My name is Ruben Alonzo, Founder and Head of School of Excelencia Charter Academy. We will open our doors to students in grades TK-1 this fall in Los Angeles. You can read more about us [here](#).

Who can I speak to about selling receivables? Unfortunately, the Revolving School Loan will not be disbursed until Sept/Oct so we'd like to begin exploring other funding options now.

For ease of scheduling, you can directly access my calendar [here](#).

Looking forward to our conversation.

Sincerely,

Ruben

Ruben Alonzo | Founder | Excelencia Charter Academy |
213.880.3904 | www.excelenciacharteracademy.org



Reliable | Cost-Effective | Sustainable

--

Emily Peterson | Client Services
CAM - National Leader in Charter School Funding
[515 S. Flower Street, 36th Floor, Los Angeles, CA 90071](#)
[530 Lytton Avenue, 2nd Floor, Palo Alto, CA 94301](#)
213.335.6275 | www.charterassetmanagement.com
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/facebook_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/twitter_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/instagram_001.png
http://charterassetmanagement.com/sites/all/themes/custom/cam2/img/linkedin_001.png



Reliable | Cost-Effective | Sustainable



Reliable | Cost-Effective | Sustainable



Reliable | Cost-Effective | Sustainable

— Attachments: —

Excelencia congratulations letter.pdf	222 KB
EXCELENCIA 0000 Final Offer 04-01-18.pdf	7.5 MB
Excelencia Charter Academy - Response to Final Offer.pdf	236 KB
Excelencia 2018-19 Monthly Cash Flows.xlsx	101 KB